



SUSTEIN

CHANGING THE STATUS-QUO

www.sustainmaterial.com
info@sustainmaterial.com



1-Problem A

99% of Healthcare Waste goes to landfill & Incineration

+60M ton single-use plastic/year

Healthcare



1-Problem B

Construction Materials makes 50% of all exploitation in the E.U

2nd biggest pollutant industry in the world

Construction

1-Solution A

1-Solution B

Upcycle
Healthcare waste

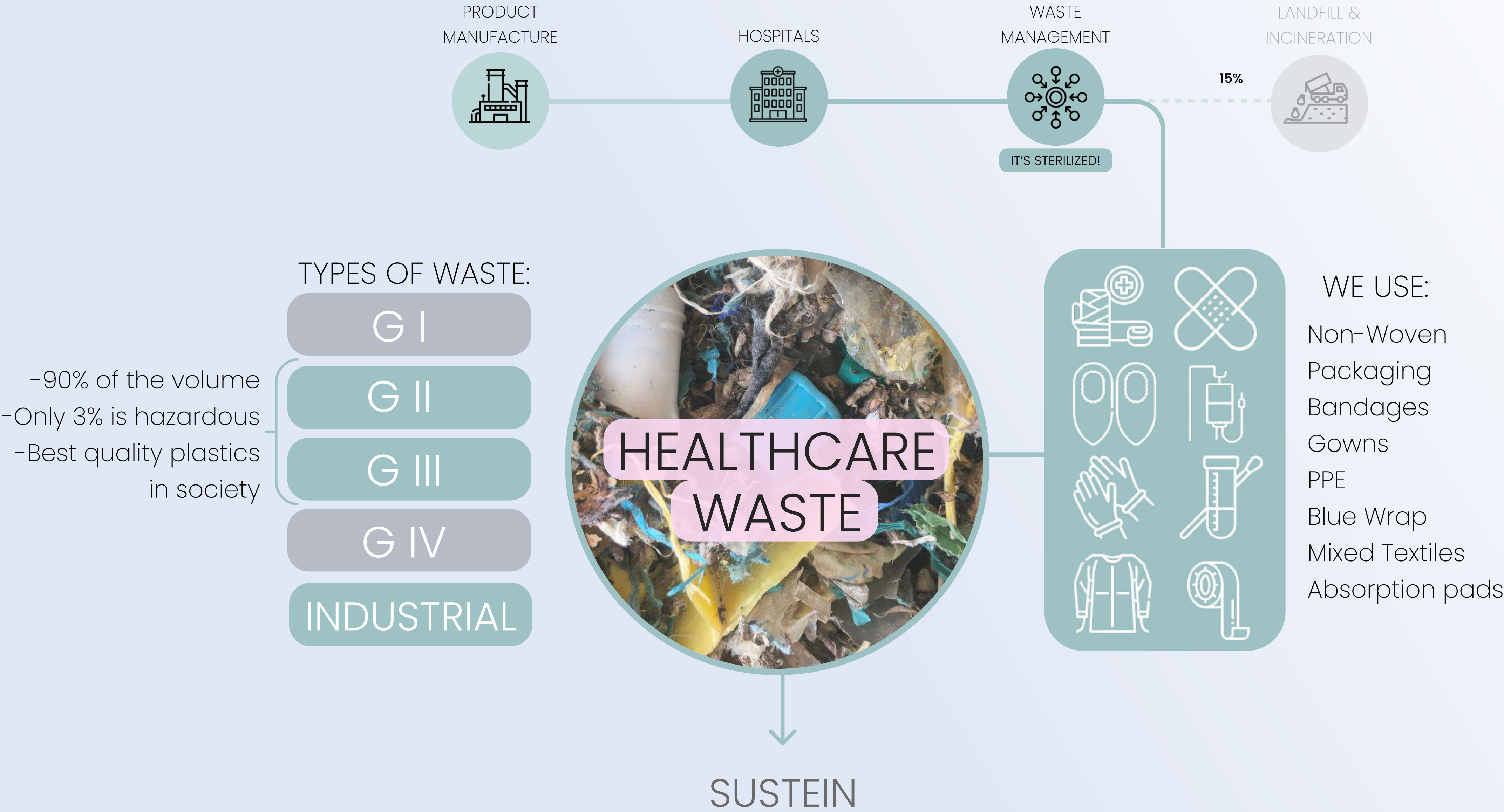


Into circular
Construction Materials

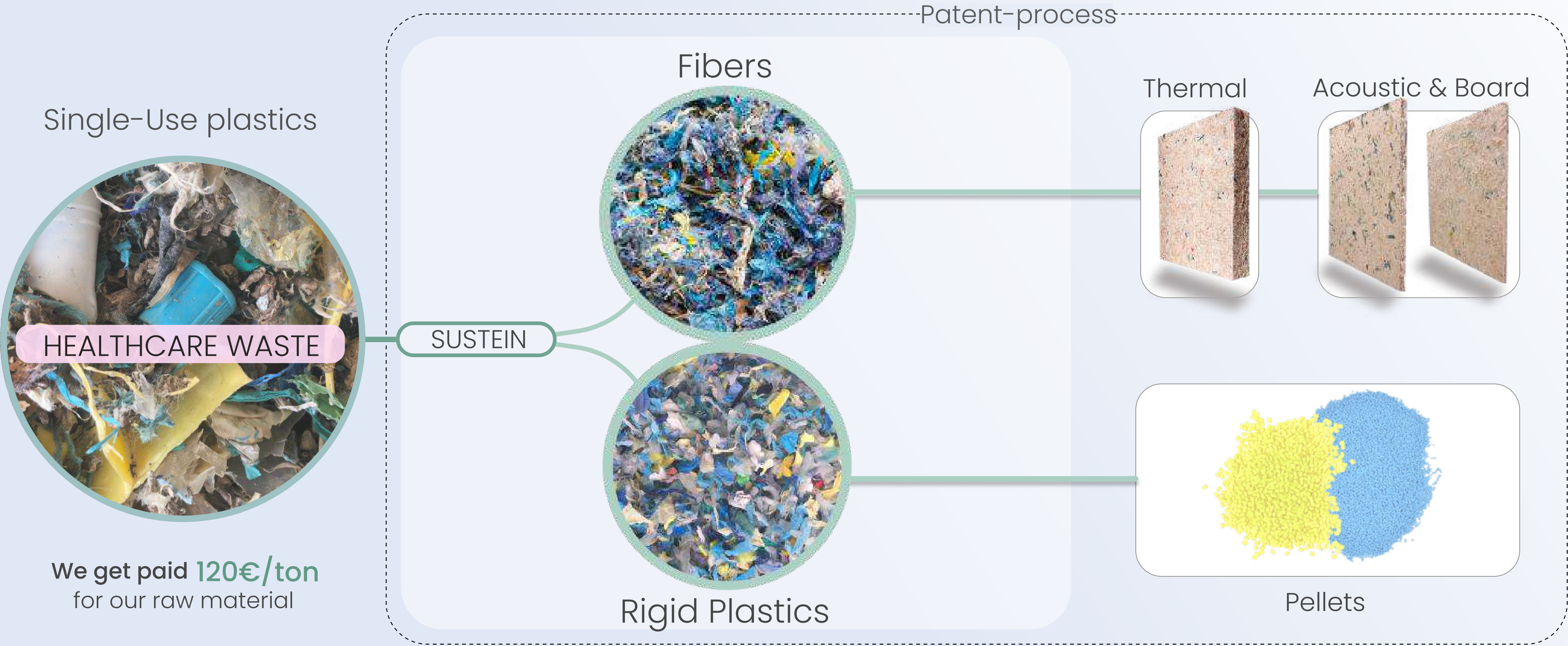
Construction ↔ Healthcare

2-Solution

From hazardous to health



REPLICABLE TECHNOLOGY

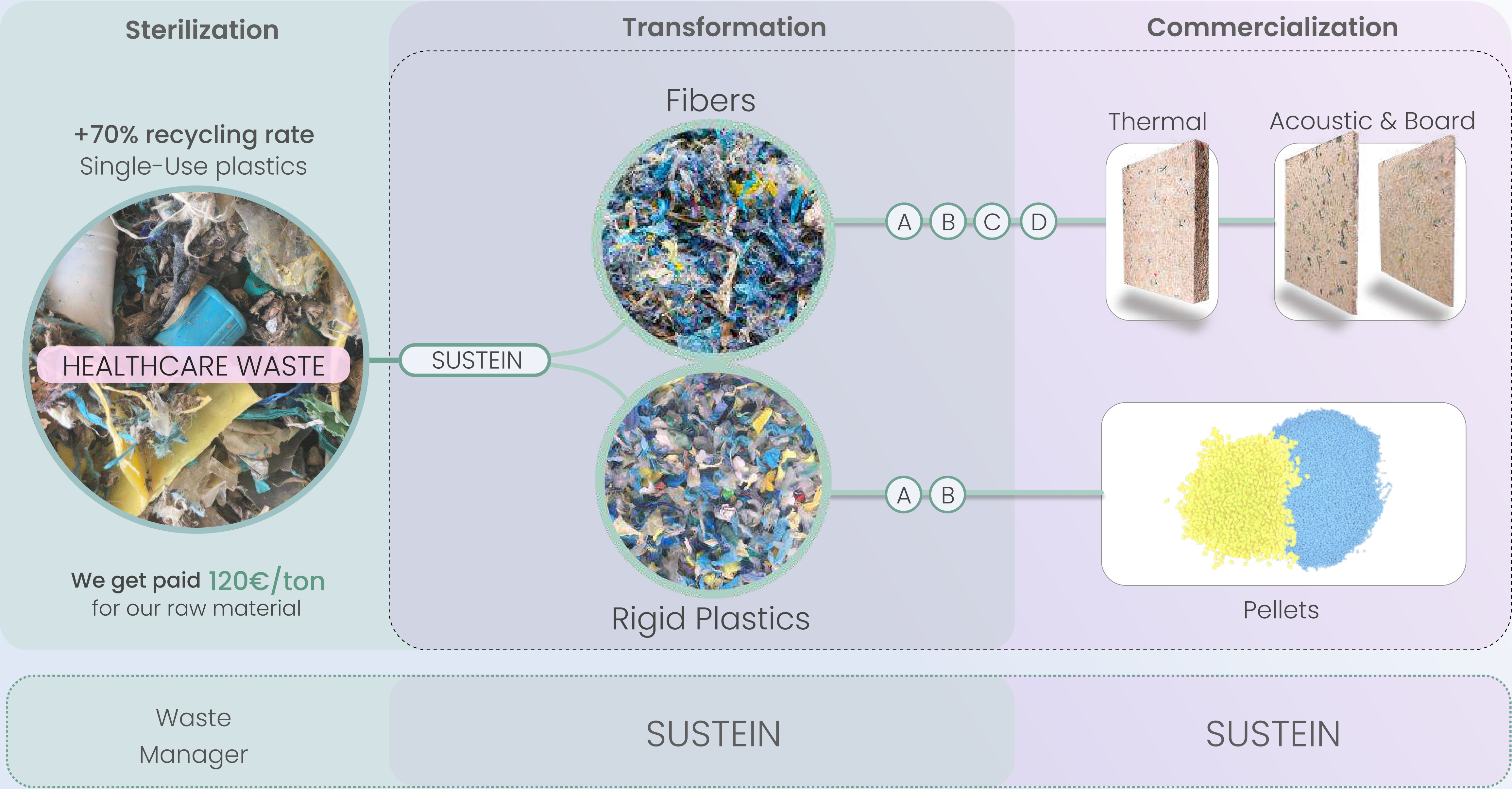


Hazardous

Raw Material

Healthy Product

REGENERATING HEALTHCARE WASTE, TOGETHER

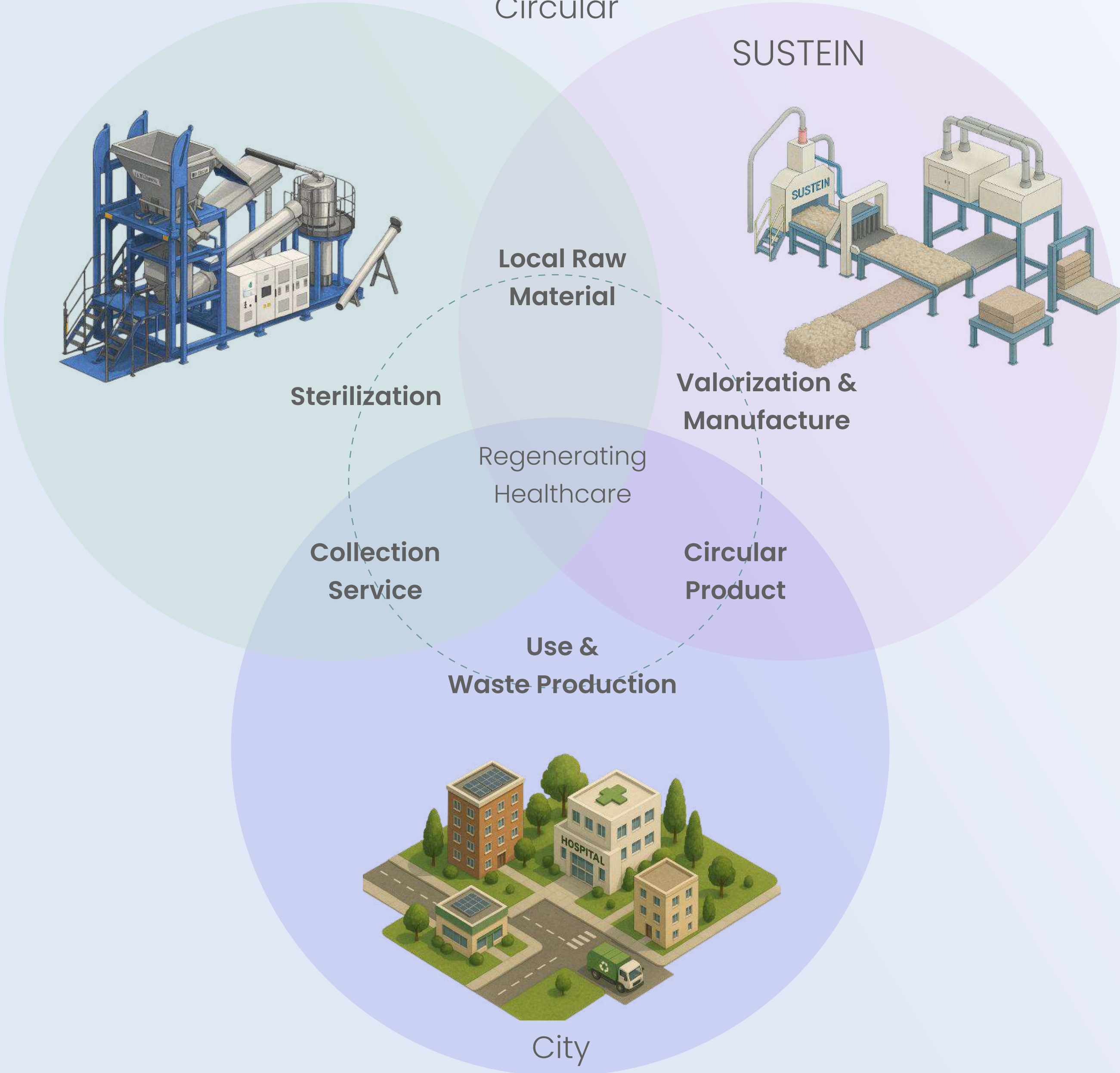


3- Why?



3- WHY?

Self-Sufficient economy
New Ressource model
Circular



Comfort & Energy Efficiency | Built environment



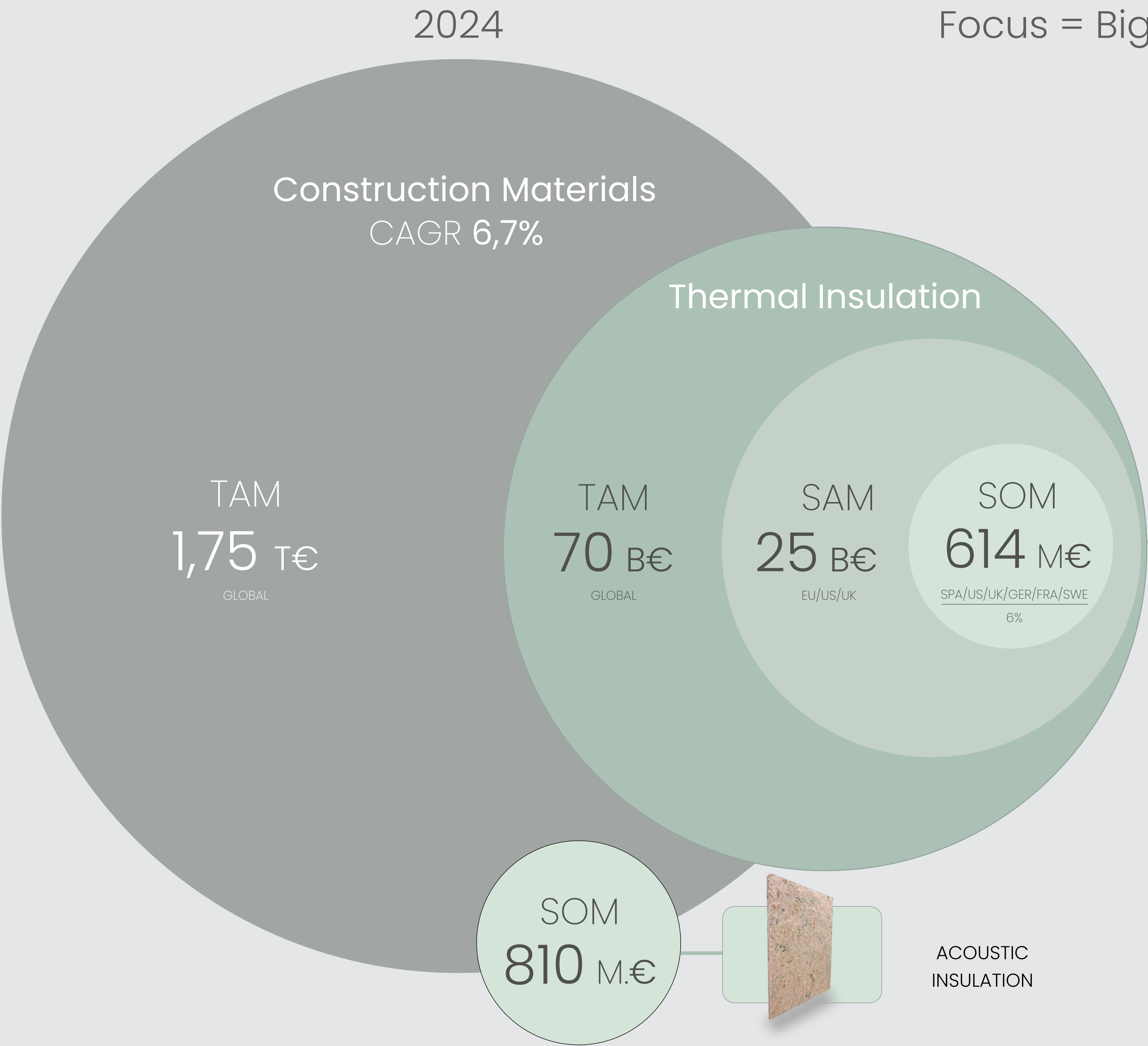
Thermo-Acoustic | Insulation Panel



Acoustic | Insulation Panel

MARKET VALUE

CONSTRUCTION
12,1 T€
CAGR 6,5%



Focus = Biggest pain



THERMO-ACOUSTIC
INSULATION

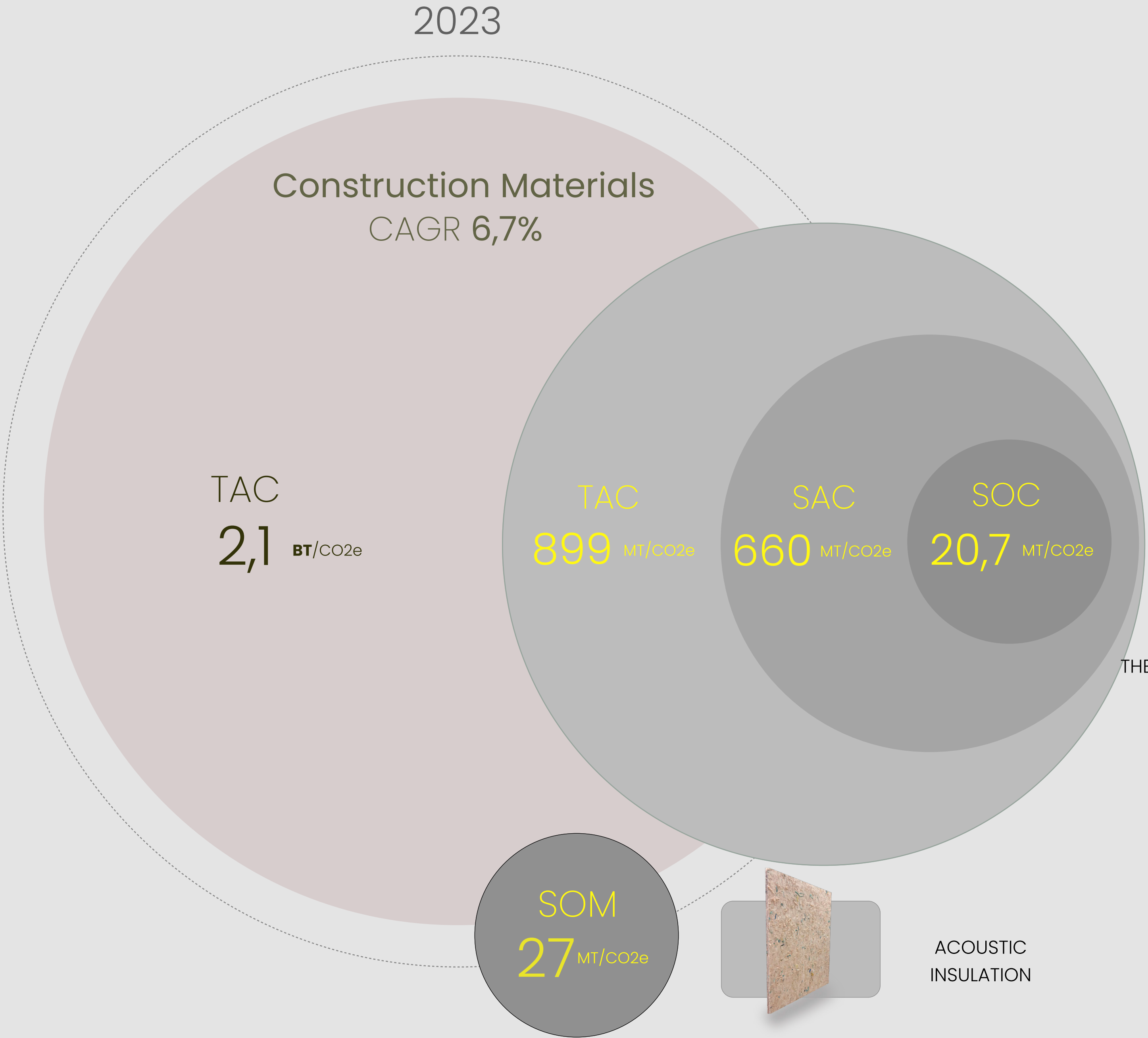


ACOUSTIC
INSULATION

CO2
MARKET VALUE



CONSTRUCTION
13,9_{BT/CO2e}
Global CO2

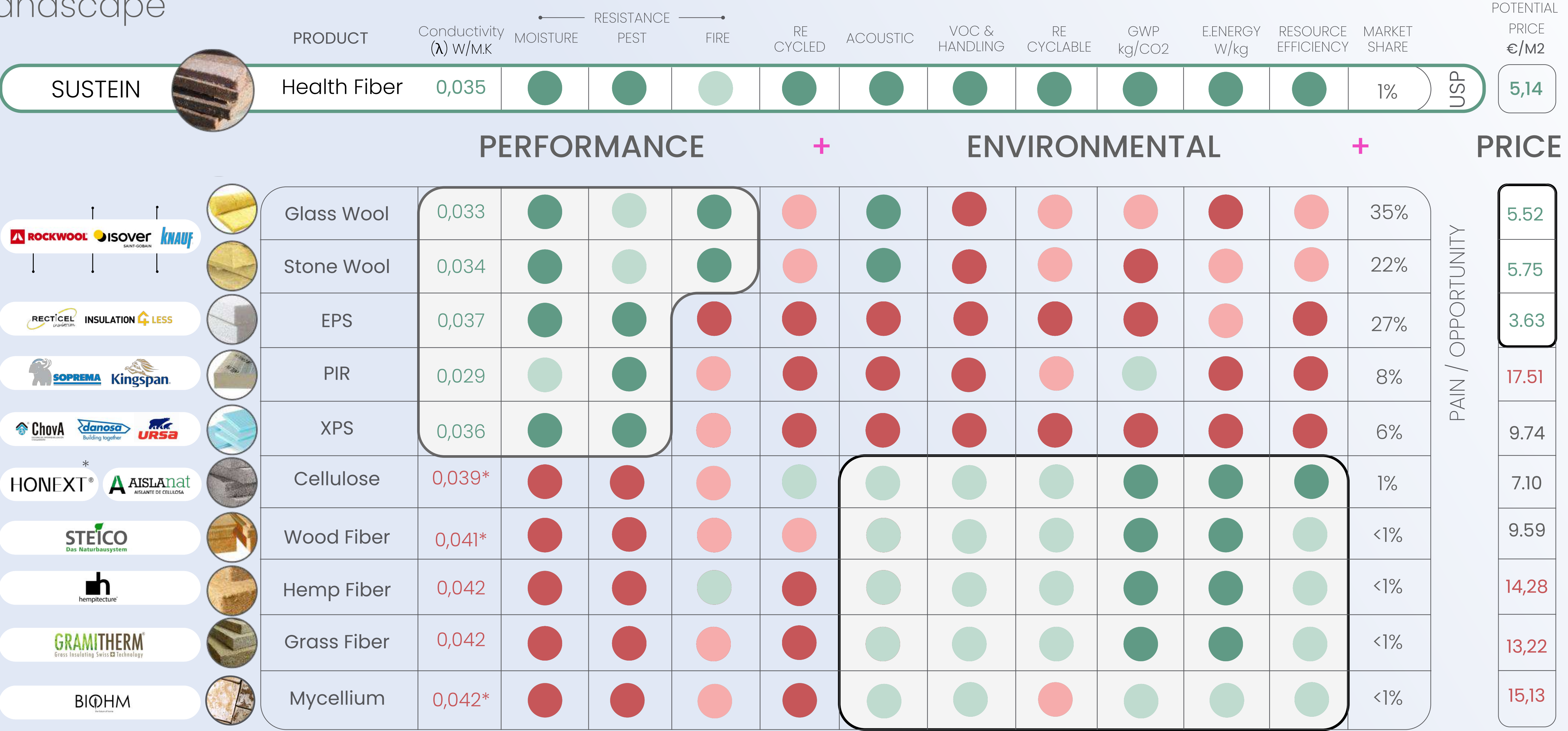


THERMO-ACOUSTIC
INSULATION

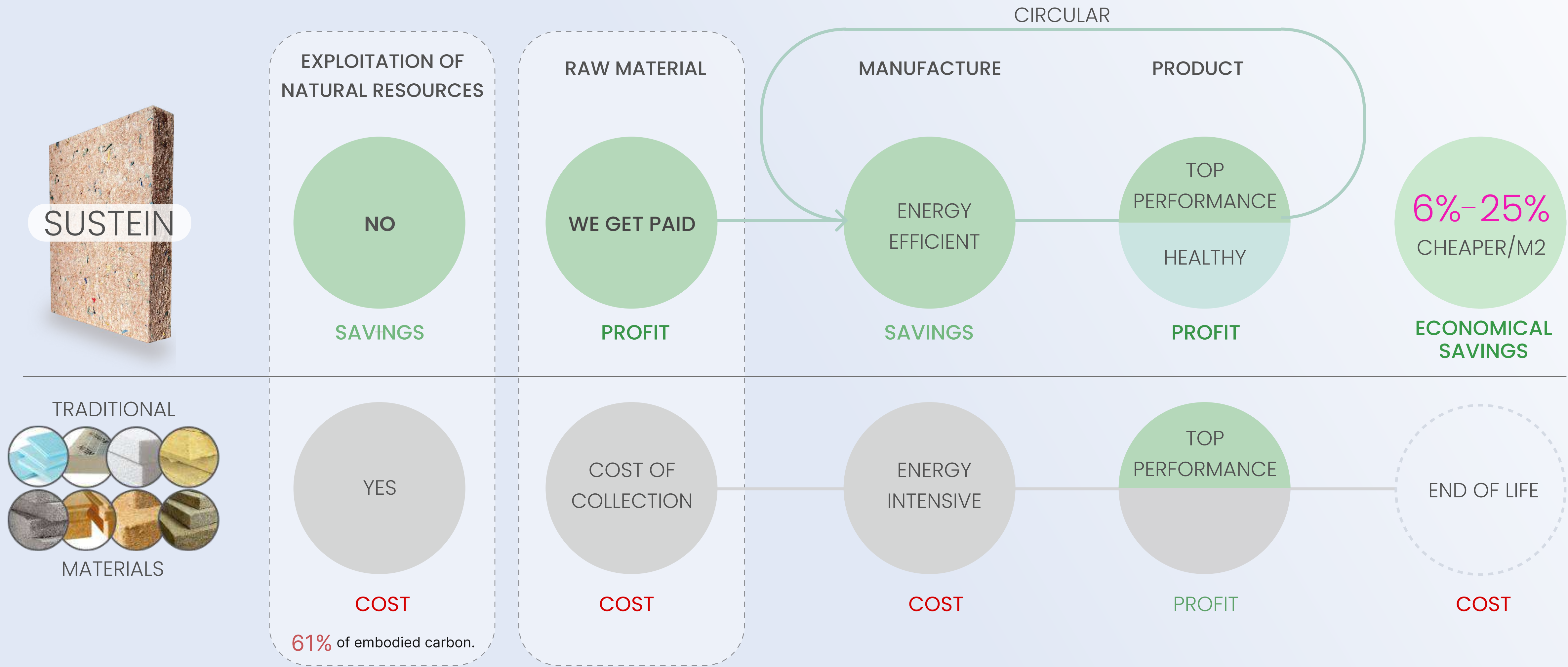


ACOUSTIC
INSULATION

6-Competitors
Landscape



7-Value Chain



Cost Efficient + Environmental & Social Impact

RAW MATERIAL

19-24% Of Europe's
Healthcare Waste

Region Stockholm Health system



Sweden 0.5-1%

NHS (National Healthcare System)



United Kingdom 12-15%

Charité Hospital, Berlin



Germany 1-2%

Proserve Dasri



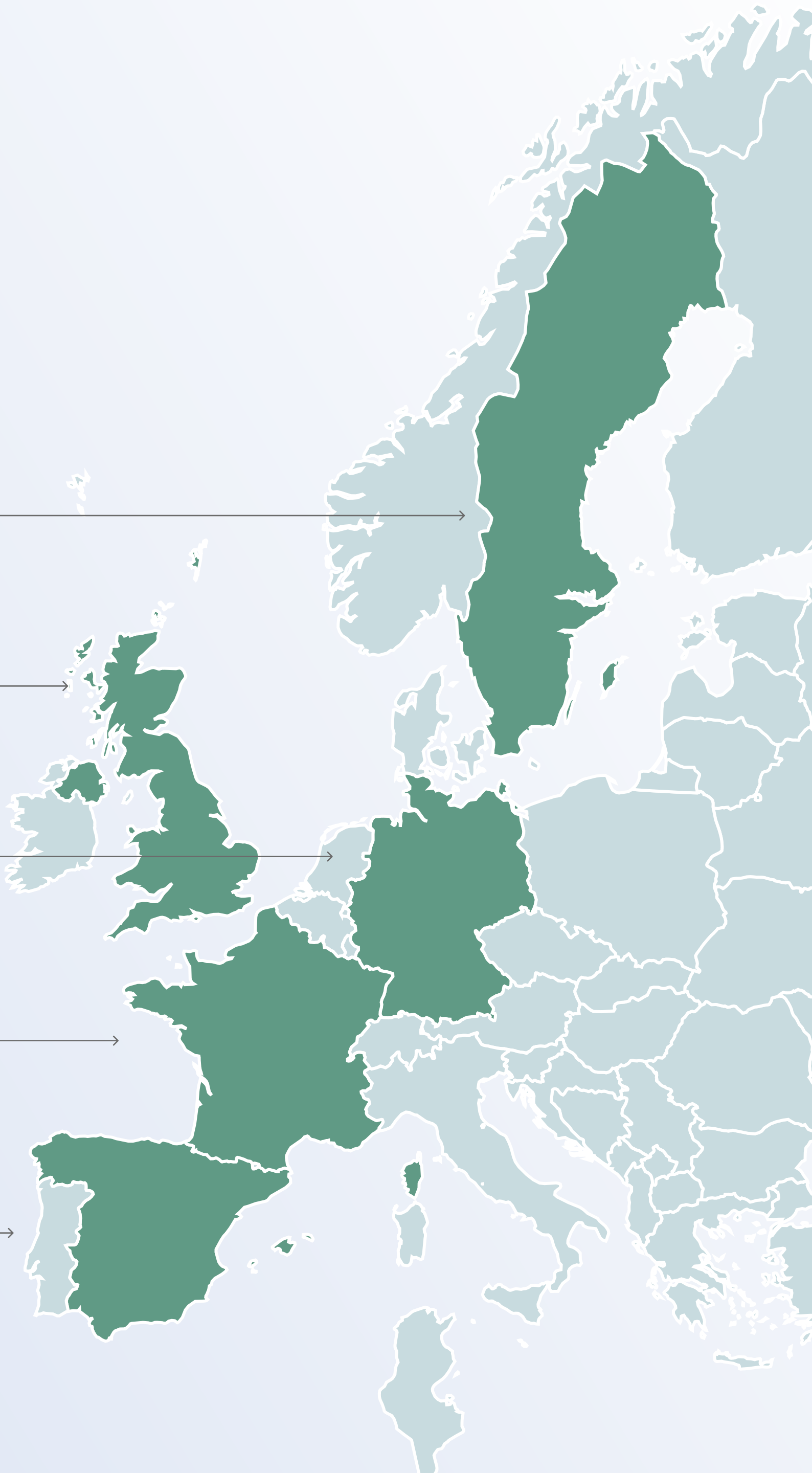
France 4-6%

ICS, PreZero



Spain 0.5-1%

Waste Management
Potential Revenue €640,000.000



CUSTOMERS
B2B / B2B2B

3 Pivots!

EARLY ADOPTERS & INNOVATORS

Architects



Constructors



Developers



+

EARLY MAJORITY

Distributors



Public Entities



B2B & Consultants



CUSTOMERS
B2B / B2B2B

EARLY ADOPTERS & INNOVATORS

Architects

Constructors

Developers








+

EARLY MAJORITY

Distributors

Public Entities

B2B & Consultants








Traction



Revenue



Projects



Upcycled



Installed

CUSTOMERS
B2B / B2B2B

EARLY ADOPTERS & INNOVATORS

Architects

Constructors

Developers








+

EARLY MAJORITY

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Demand

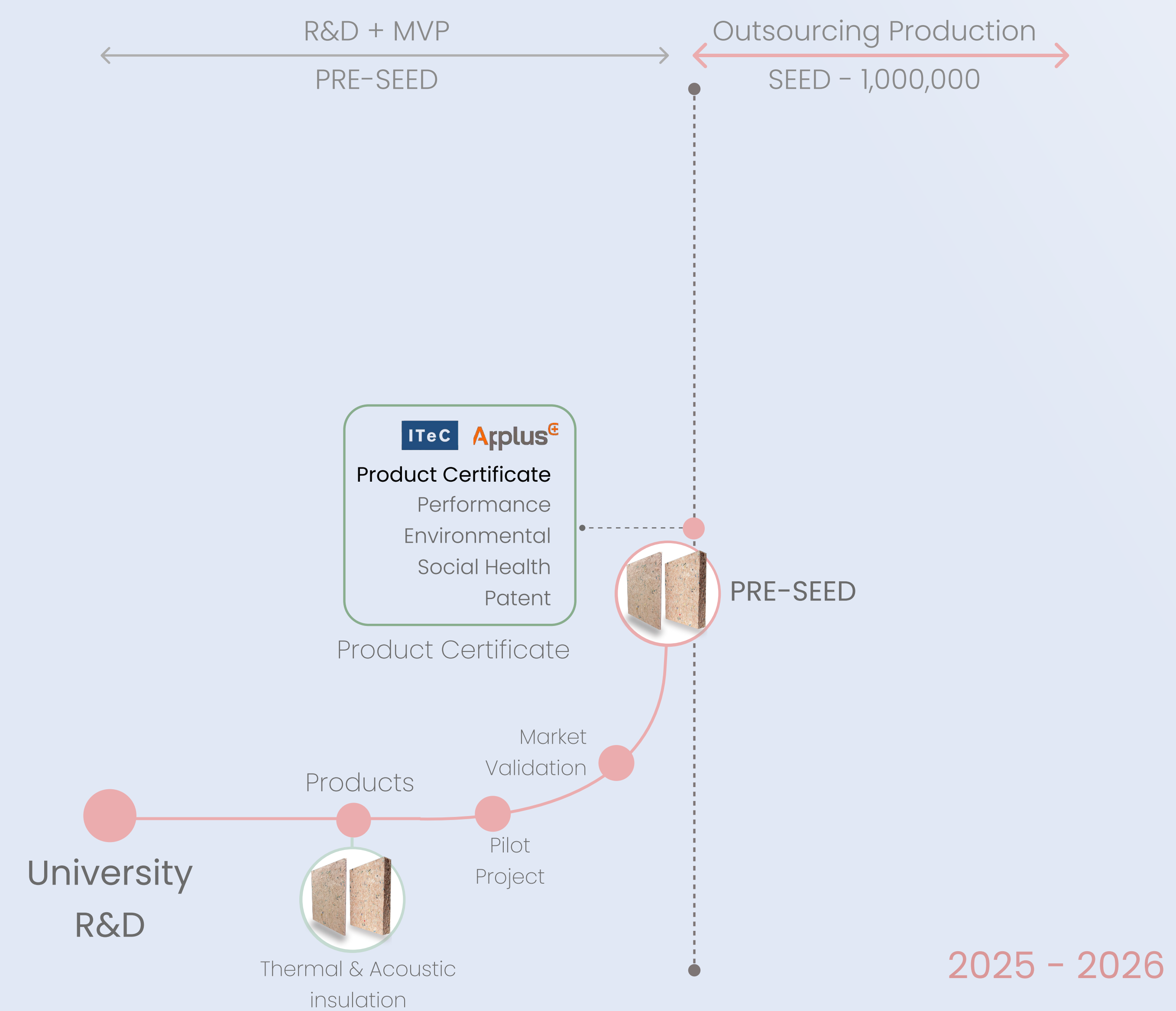


Healthcare
Waste

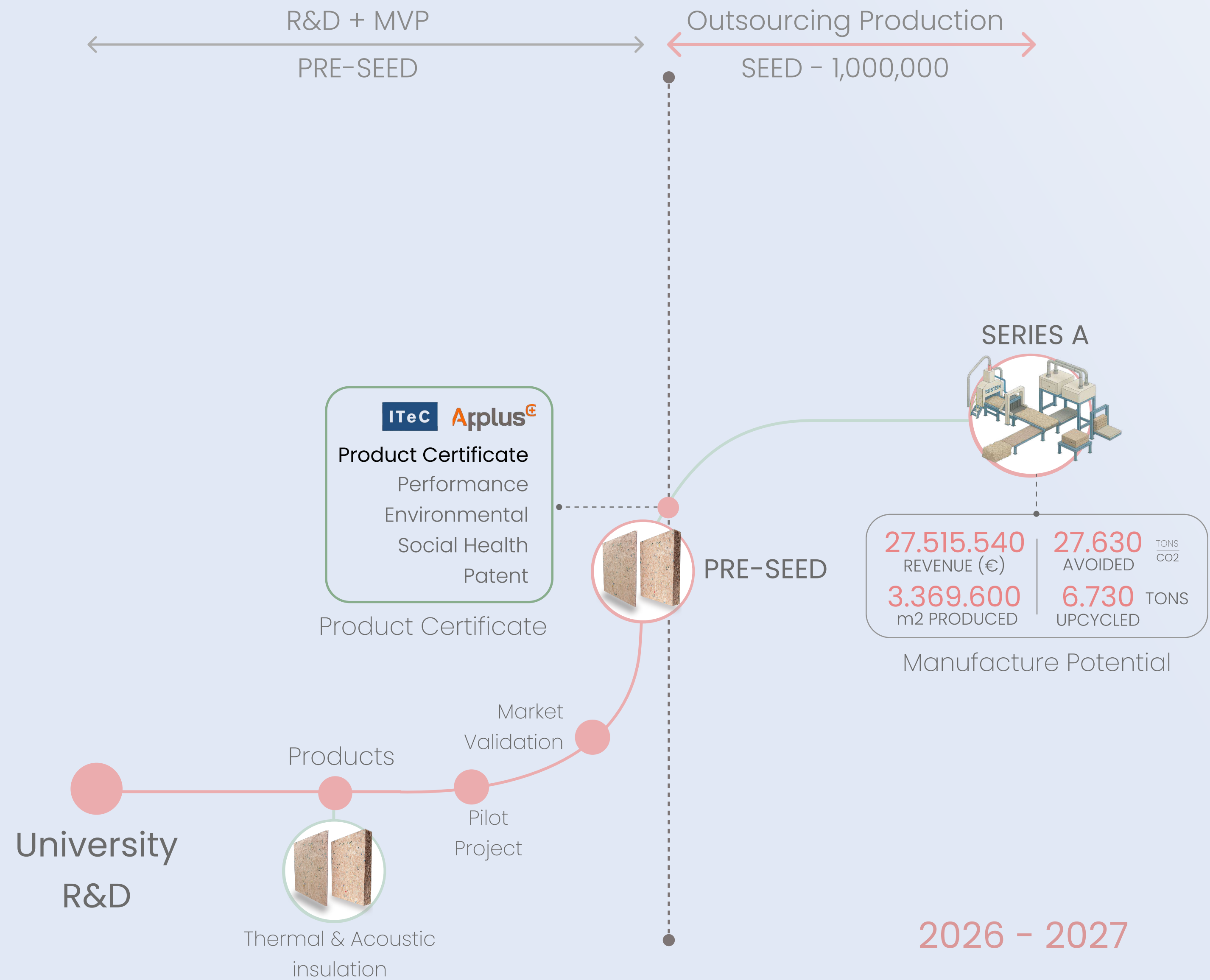


Annual demand
Written Commitment

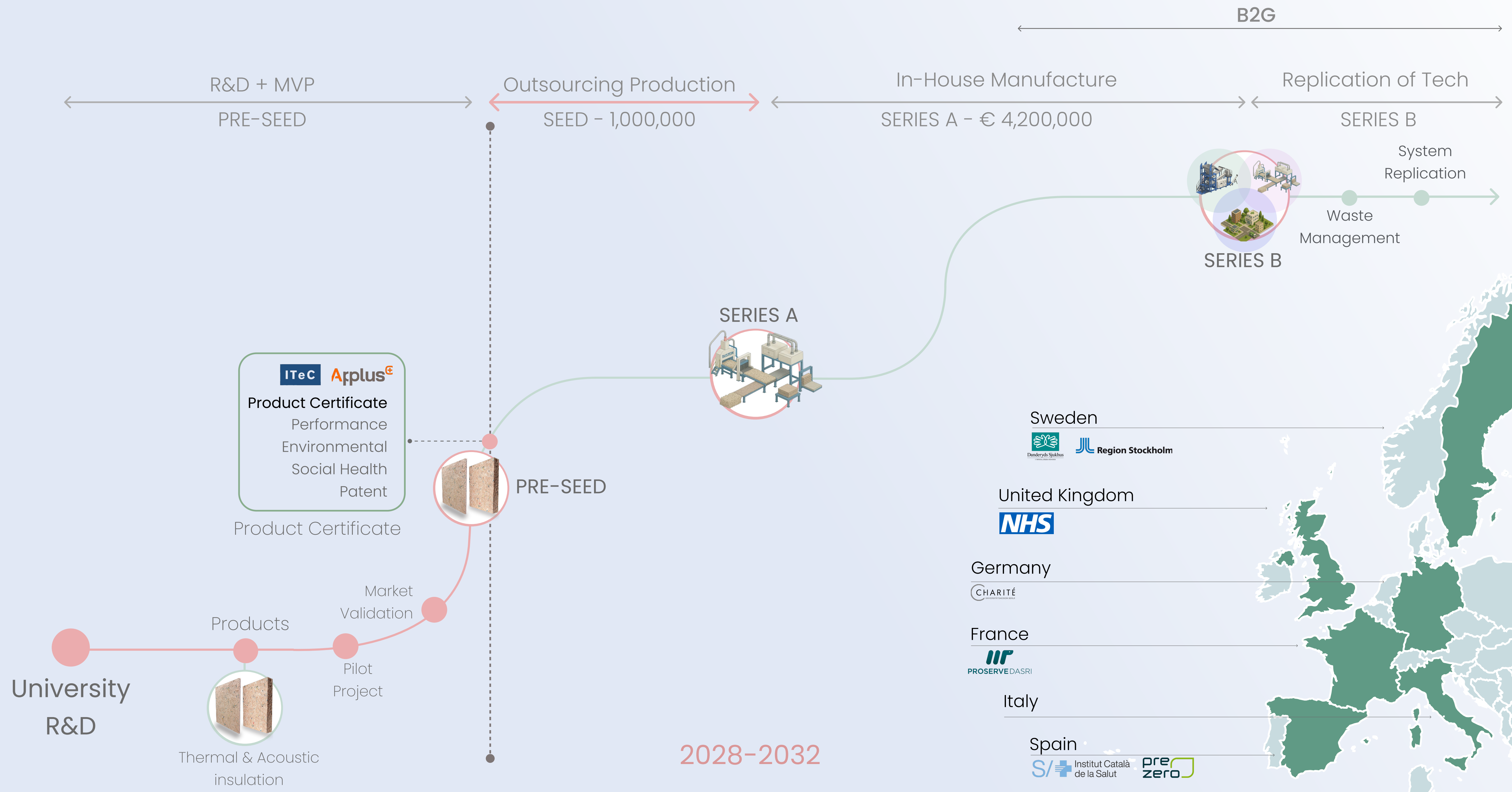
10-Roadmap



10-Roadmap



10-Roadmap



Core Team

Consultant

PhD. Judith Miralda



Material Science & Engineer



Carolina Hofig



Growth & Market Strategy

- ESADE - MBA
- Consultant at PwC
- Business Developer at HORA Agribusiness
- Brand Manager at I.A.M. LAB



Simón González



Product & Tech + Commercial

- Co-Founder, *Accesa SL*
- Sales Executive, *Glovo*
- Operations Manager, *LaFira Barcelona*
- Sales & Operations, *Healthcare Environmental Services*



Natalia Tavares



Supply Chain + Operations

- ESADE - MBA
- Manager - Fazenda Vale Novo
- Industrial Manager - Barra Sete Engenharia
- Operations - Barra Sete Engenharia
- Civil Engineer, Tamasa Engenharia



Consultant

Jose Espinoza



Finance



Advisory Board

Rafael Guede



Scientific & Technical



Juan Colmenares



Commercial & Marketing



Josep Jorge



Proptech & Investment



Pablo LaRoche



Green Architecture



Carlos Beck



Business Development



Jorge Bohorquez



Health Waste Management



AWARDS



Sustainability & Circular Economy



1st Place Raíz Program



Regenerative Housing



Startup World Cup Iberia Finalist 2024



Winner - Smart Building Competition



Environmental StartUp of the year



Finalist



Innovation Plus Award



Best StartUp Construction Tech LaSalle Technova



Finalist - 2025



1st Place Winner



Finalist



ESG 2022 Spain Finalist



1st Place: Best StartUp The District & LaSalle Technova



Impact Leader The Next Big Thing



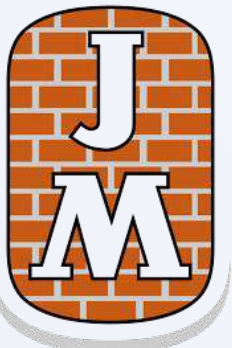
100 Companies The 1% - 2025



Winner of Smart Builder TOMORROW BUILDING



NEXT PROJECTS



Book Publication



ALLIES



SUSTEIN

Creating the
first circular economy
around healthcare waste

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